

**US EXECUTIVE APPROVAL FORM****CUSTOMER NAME: AMKOR TECHNOLOGY****SECTION I - Approval Requests:****HQAPP Requests:**

1. WAIVE Professional MINIMUMS TO MIGRATE TO EBUSINESS SUITE. 3058 total employees. Asking to license 561, approx. 18%.
2. 50% discount (ebiz +25%) on e-Bus suite.

**TIER 1 Requests:**

3. 50% Discount on License Fees 9db & tools listed below)

**TIER 2/3 Requests:****Previously approved requests (include date of approval): none****SECTION II – Deal Summary:**

Deal Summary	
Programs	E-Biz Suite, iAS, IDS, Oracle 9i EE, Diag. Pak, Tuning Pak, Prog.
License Discount	50% (ebiz + 25%)
Support Discount	50 % (ebiz + 25%)
Comp & Admin Discount	NA
Subset of Users	See checklist below and forward a spreadsheet to NASINFO/OGEHINFO
Support Options/Holds	
Price Holds	
List License	\$7,403,360
List Support	\$1,628,739
Net License	\$611,873 (after 50% discount and credit for existing licenses)
Net Support	\$1,122,653.49 (includes \$227,789 in incremental support fees)
Net Total Price	\$1,734,527
Price List Used	Jan. 3, 2003

Customer History - Existing Price Holds	
Existing contractual discount (price hold)	N/A
Date of Price List for price hold	N/A
When does price hold expire?	N/A
Price hold program categories (database, server, erp, crm, hr/payroll, app suite)	N/A
Name of Agreement if applicable	Ordering Document signed April 17, 2000



**SECTION III - Justification:**

1. Three years after purchasing nearly all of our Oracle Applications modules for a net deal of \$10 million customer now wants to implement an HR system and is considering Oracle vs. an AS/400 solution. The customer is currently licensed for approx 87% of the e-bus suite modules. Customer is willing to pay \$611,873 net L at a 50% discount (e-bus + 25%) for the right to migrate but will not pay \$1.7M net L based on the migration done at store (25%). Note, the net difference in support between the 50% requested discount and store discount of 25% is \$41K annually.

2. Implementation of 11i has proven to be a real challenge for Amkor with 300% more dollars spent on the project than expected.

3. Since going live last spring, customer has experienced ongoing support and product frustrations to the point that we now hold weekly conference calls with support and development. Customer has not had a clean month end close since go-live. Customer is currently putting together cost estimates to their losses due to software problems.

4. Due to poor performance of worldwide rollout, Korea Division is pulling power play to take over enterprise operations including replacement of Oracle applications with AS/400 based apps currently in use in Korea. This is a serious threat.

5. The 50% discount allows them to acquire HR functionality at a competitive price vs. the AS/400 solution pitched by Korea. This will stabilize the Oracle perception within the company and help preserve this account as an Oracle applications customer.

6. By migrating them to the ebiz suite, support is at \$1.1 million. Migrating will preserve support revenue per Michael Zarlingo, support rep. If the customer does not migrate, they will still reduce the number of users from 3058 originally licensed to 561 users to match current usage and per Oracle support policy, pay list support on the remaining users at \$638,296 (Krista Travis, Contract Migration group). Note: existing support renewal is \$1.5M.

**Recommendation:** *(leave blank for HQAPP to fill out)*

**Submitted By:** *Derek Cordon, Steve Wellen*

**Field RM name if submitted by iSD:**

**R:** *(leave blank for HQAPP to fill out)*

**C:**

**L:**

**A:**

**BP:**

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**PLEASE NOTE THAT HQAPP WILL NOT REVIEW ANYTHING BELOW AND NOTHING BELOW WAS CONSIDERED FOR THEIR APPROVAL. ONLY DETAILS IN THE REQUEST SECTION (SECTION I) ABOVE WERE CONSIDERED IN THE APPROVAL GRANTED.**



**SECTION V – Ordering Document Details****Instructions** - Fill in all sections completely.**APPROVAL REQUIREMENTS** - Refer to the Approval Matrix at <http://esource.oraclecorp.com>**PRICING REQUIREMENTS** – Refer to Price List and Price List Supplement for minimums and prerequisites.**PRICING SPREADSHEET** – Include a pricing spreadsheet showing all products, quantities, license types, pricing, and discounts. Indicate if discount for drafting contract differs from approved discount.**MIGRATIONS** - If your deal contains a migration, you must submit a Migration Worksheet to the ELM (eBusiness License Migrations) team. Refer to <http://nafo.us.oracle.com> under the Contract Management tab and e-Business License Migrations header to download the spreadsheet and for additional information.**Note: All business approvals & quotes are valid through the quarter they were approved, unless a formal RFP or Tender requires a longer validity period.**

General Information	
Contract requested by (insert date): After all approvals are obtained - Allow 24 hours for standard contracts and 48 hours for non-standard contracts.	Jan. 24
Opportunity I.D. (OSO Number):	
Is this a ship order?	No
Deal Structure (indicate Direct, Pass-Through, Sublicense, or Trial License):	Direct
Is this deal the result of a compliance issue that LMS has been involved in?	No
Does deal contain new licenses with an <i>approved</i> non-supported license type (i.e. metric is not nor ever has been on Oracle's price list):	No
Quote Valid Through (insert date):	Jan. 31, 2003
MIGRATIONS OR UPDATES:	Yes
PREMIUM SERVICES:	No
INCIDENT PACKS:	No
INTERNATIONAL: Requires an International Notification Form to be forwarded to your manager, contract specialist, and NASINFO or OGEHINFO.	Yes
Payment Terms:	Net 30
Referenced Agreement:	Other (Specify) SLISA – 17-April-2000



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**PROCESSOR/NAMED USER PROGRAMS/COMPUTER PROGRAMS (REQUIRED INFORMATION)**

Make and Operating System required for each program:

Make: Sun

OS: Solaris

PROGRAMS: Ebusiness Suite, iAS, Oracle 9i EE, Diag. Pak, Tuning Pak,

Make and Operating System required for each program:

Make: PC Compatible

OS: Win 2000

PROGRAMS: iDS, Programmer

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Applications	
Will applications be modified:	Yes
Will users be accessing modified Apps from the web:	Yes
Have all prerequisites been included:	Yes
Will users use Fast Forward RPM:	No
Will applications be hosted:	No
Indicate database that Apps will run on:	
Indicate CSI for existing prerequisite database and tools:	

Options not requiring HQAPP, Tier 1, or Tier 2 Approval	
(1)	
(2)	
(3)	
(4)	

Internal Administrative Information	
Applications Sales Manager	Derek Cordon
Technology Sales Manager	
Account Manager	Derek Cordon
iSD Rep	Warren Parti
Education Sales Rep	Victor Miller
Support Renewals Rep	Michael Zarlingo
Premium Support Rep	Michael Zarlingo
Migrations Manager	Krista Travis
Is there a teaming agreement?	X Yes (if yes, list all appropriate reps) Len Tuozzolo, but only after Jan. No
Requester:	Name: Derek Cordon Business Telephone: (801)595-5810 Cell Phone: (801)230-3503